

Message Text

CONFIDENTIAL

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11

ACTION EUR-25

INFO OCT-01 ISO-00 AID-20 CIAE-00 EB-11 FRB-02 INR-10

NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03 CIEP-02

LAB-06 SIL-01 OMB-01 DODE-00 PM-07 H-03 L-03 NSC-07

PA-04 PRS-01 SS-20 USIA-15 SCI-06 NIC-01 DRC-01 /170 W

----- 033699

R 081011Z MAR 74

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC PRIORITY 7997

INFO AMEMBASSY MOSCOW PRIORITY

USDOC WASHDC PRIORITY

C O N F I D E N T I A L WARSAW 1274

E.O. 11652: GDS

TAGS: EIND, BPRO, BEXP, UR, US, PL

SUBJECT: GENERAL MOTORS ACTIVITY IN POLAND

REF: MOSCOW 3230

1. SUMMARY. ADDRESSEES REQUESTED TO NOTE THAT GENERAL MOTORS OFFICIALS, IN THEIR TALKS WITH US IN RECENT MONTHS, HAVE EXPRESSLY AND REPEATEDLY REQUESTED THAT WE NOT RPT NOT DISCUSS OR REVEAL IN ANY WAY FACT THAT GM DISCUSSING VAN-TYPE TRUCK PRODUCTION PROJECT WITH POLAND.
END SUMMARY

2. OVER PAST EIGHT MONTHS, GENERAL MOTORS OFFICIALS, LED BY PLANNING AND DEVELOPMENT PROJECT MANAGER LESLIE SMITH, HAVE BEEN IN FREQUENT CONTACT WITH EMBASSY REGARDING GM'S DISCUSSIONS WITH POLES ON PROJECT FOR MANUFACTURE OF LIGHT VAN-TYPE TRUCKS IN POLAND, AS REPORTED REFTEL PARA 5. DURING LAST VISIT HERE IN LATE FEBRUARY, SMITH TOLD US HE EXPECTED LETTER OF INTENT WOULD BE SIGNED THIS MONTH FOR PROJECT, WHICH HE FEELS COULD RESULT IN \$100 MILLION OR MORE IN U.S. EXPORTS, INCLUDING DESIGN
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AND KNOW-HOW FROM GM AND MANUFACTURING EQUIPMENT FROM

U.S. PRODUCERS. HOWEVER, AS COMMERCE (BEWT/TDAD)
PROJECT SPECIALIST BERT PLANAGAN IS WELL AWARE, SMITH
HAS INSISTED FROM OUTSET THAT INFORMATION CONCERNING
GM'S ACTIVITIES ON VAN PROJECT, AND EVEN GM'S NAME ITSELF
IN THIS CONTEXT, BE HELD VERY CLOSELY WITHIN USG
AND NOT DISCUSSED WITH OTHER U.S. FIRMS NOR WITH POLES.
EMBASSY HAS CAREFULLY COMPLIED WITH SMITH'S REQUEST.
HOWEVER, POLES ARE TALKING ABOUT PROJECT AND WE KNOW THAT
THROUGH THIS ROUTE AT LEAST SWINDELL-DRESSLER KNOWS OF
GM'S ACTIVITIES.

3. ACTION REQUESTED: UNLESS EMBASSY MOSCOW HAS REASON
TO BELIEVE SMITH HAS CHANGED HIS ATTITUDE ON THIS POINT,
ADDRESSEES REQUESTED TO NOTE AND OBSERVE GM'S REQUEST
FOR CONFIDENTIALITY.
DAVIES

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NNN

Message Attributes

Automatic Decaptioning: X
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Concepts: TRUCKS, PROCUREMENT, SCIENTIFIC COOPERATION, BUSINESSMEN
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Disposition Date: 28 MAY 2004
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EO Systematic Review
30 JUN 2005

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